

Western New York Regional Council Meeting

Agenda

- I. Welcoming Remarks
- II. Remarks by Lieutenant Governor Kathy Hochul
- III. 2021-2022 Budget Update
- IV. Round 11 Regional Economic Development Council Overview
- V. Executive Director's Report
- VI. 2021 REDC Annual Report and Strategic Plan Update
- VII. Closing Remarks & Adjourn

FY 2022 New York State Budget: Business Assistance Highlights



REDC Meeting – May 2021



U.S. SBA - Paycheck Protection Program

\$780 Billion+ to Impacted U.S. Small Businesses

- Loans of up to \$10 million for first time PPP borrowers and second draw loans of up to \$2 million for previous PPP borrowers.
- Eligible expenses: Payroll, interest on mortgages, rent, insurance, paid sick or medical leave, utilities, and others.
- Partially or fully forgivable and 100% Federally guaranteed.
- Loans nearly exhausted; most remaining are at community lenders.

U.S. SBA - Restaurant Revitalization Program

\$28.6 Billion to Impacted U.S. Food Service Businesses

- Funding equal to pandemic-related revenue loss, \$5 million per location (\$10 million cap per business).
- Recipients are not required to repay funding, if used for eligible purchases prior to March 11, 2023.
- Funding is available <u>now</u> for food service businesses, including restaurants, caterers, bakeries, bars, food trucks, and others.

U.S. SBA - Shuttered Venue Operator Grant Program

\$16 Billion to U.S. Shuttered Venue Operators

- Grants cover 45% of gross earned revenue, \$10 million cap
- Must have been in operation as of February 29, 2020
- Funding is available <u>now</u> for many businesses, including: Live venue operators or promoters; Theatrical producers; Live performing arts organization operators; Museum operators; Motion picture theater operators (including owners); and talent representatives.



Existing ESD programs include tax credit programs (e.g., Excelsior, START-UP NY), loans and grants



Pandemic Small Business Recovery Grant Program

\$800M Flexible Grant Funding to Impacted Small Businesses

- Retrospective focus cover COVID-related losses (3/1/20 4/1/21).
- Flexible funding cover rent, payroll, supplies, PPE, etc.
- Assist micro-businesses, economy and socially disadvantaged.

Pandemic Small Business Recovery Grant Program

\$800M Flexible Grant Funding to Impacted Small Businesses

- Grants, services, expenses to viable NYS small businesses, including microbusinesses, and for-profit arts and cultural organizations
- Businesses must demonstrate COVID-related losses, and be unable to obtain sufficient Federal funding
- Funds will also be used to help maximize small business access to Federal Funding by providing technical assistance



Arts and Cultural Organizations

Grants and Tax Credits to Restart the Economy

1) New York City Musical and Theatrical Production Tax Credit (\$100M)

 Two-year program, covers qualified production costs, benefit cap is \$3m in first year, \$1.5M in second year, unless ESD and DOB determine that the NYC has not sufficiently rebounded

2) Empire State Musical and Theatrical Production Tax Credit (\$8M)

• Extend and Enhance the Musical and Theatrical Production Credit for Four Years: In order to support musical and theatrical productions that occur in the State but outside of New York City, the Budget extends this credit for four years through 2025 and increases it by \$4 million to \$8 million.

3) Arts and Cultural Organization Recovery Grant Program (\$40M)

• Grants through the New York State Council on the Arts to eligible arts and cultural nonprofit organizations to assist in the recovery from the COVID-19 pandemic.



Support for Restaurants

\$60M to Rehire Restaurant Workers and Support Communities

1) Restaurant Return-To-Work Tax Credit (\$35M)

- Must be a small restaurant, either in NYC or an area deemed an Orange/Red Zone for 30+ consecutive days.
 \$5,000 cap per new worker, \$50,000 cap per business.
- Must demonstrate YTY losses of 40%+, must hire 1+ worker, must be an in-person business
- "Fast Track" option to claim the credit before end-of-the-year

2) Restaurant Resiliency Grant Program (\$25M)

- Services, expenses, and costs of program administration
- Grants to restaurants that offer meals and other food-related items to people within distressed or underrepresented communities
- Funds cover: purchase of food, costs related to the preparation, provision, or delivery of meals, and other costs



Biodefense Commercialization Fund

\$40 Million for Infectious Disease Resiliency

- Grants to innovative companies and startups to commercialize solutions to infectious diseases, and other public health threats.
- NYS will partner with Columbia University and Mount Sinai Health System
- Awarded companies will be supported throughout their growth with the help of connections to academic partners and with business-growth support.



Child Care Tax Credits

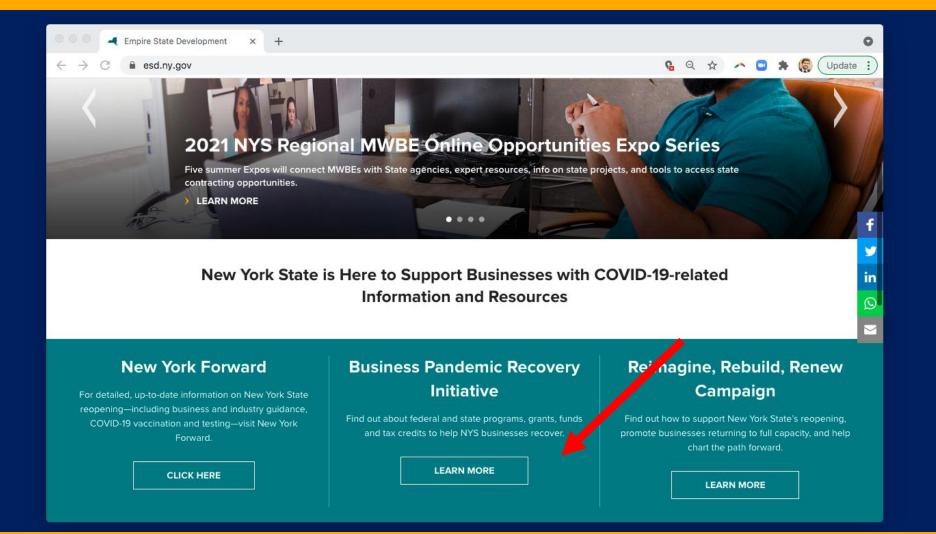
Incentives for Child Care Services to Employees

1) Excelsior Child Care Credit - Up-to 5% Investment Tax Credit (traditionally 2%) for Excelsior program participant business investments to provide child care, and up to 6% on ongoing net child care expenditures provided by the company.

2) Employer Provided Child Care Credit - enhanced by doubling the current credit percentages to 50 percent of qualified childcare expenditures and 20 percent of qualified child care resource and referral expenditures while increasing the per taxpayer cap from \$150,000 to \$500,000.



A mandate to provide affordable \$15 per month internet service for all low-income families.



Business Pandemic Recovery Initiative

Grants, Tax Credits, and Technical Assistance Programs for Businesses Affected by the COVID-19 Pandemic

HOME / BUSINESS PANDEMIC RECOVERY INITIATIVE

Helping NYS Businesses Build Back

Across New York State, businesses have been devastated by the effects of the COVID-19 pandemic. Now, we are offering hope for these businesses, with the Business Pandemic Recovery Initiative, the largest and most comprehensive business recovery initiative in the State's history. Empire State Development is also making it easier for businesses to access a number of federally funded COVID-recovery programs. Together, we can continue to be New York Tough and reimagine, rebuild, and renew New York, even better than before

New York State Business Recovery Programs

Pandemic Small Business Recovery Grant Program

\$800 million in funding for small businesses - including for-profit arts and cultural institutions that were impacted by the COVID-19 pandemic.

ness Recovery Program t Program

\$25 million in grant funding to support restaurants that provide meals to distressed and under-represented communities.

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Restaurant Resiliency Restaurant Return-To-Program Work Tax Credit

For small, independently owned restaurants within New York City or any area in New York State designated by the NYS Department of Health as either an Orange or a Red zone for at least 30 consecutive days.

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Federal Assistance Programs

SBA Restaurant Revitalization Funding Program

The American Rescue Plan Act established the Restaurant Revitalization Fund (RRF) to provide funding to help restaurants and other eligible businesses keep their doors open. Businesses can apply through SBArecognized Point of Sale Restaurant Partners or through an SBA online anolication portal.

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SBA Shuttered Venue Operators Grant

The SBA Shuttered Venue Operators (SVO) Grant includes over \$16 billion in grants to eligible shuttered live venues, movie theaters, performing arts organizations, museums and certain other entertainment entities.

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SBA Paycheck Protection Program (PPP)

The PPP provided \$659 billion in loans to small business, nonprofits, sole proprietors and other eligible entities with fewer than 500 employees. Funding for new PPP applications was exhausted on May 4th, 2021, and new applications are suspended until such time as additional funding is available.

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SBA Economic Injury Disaster Loan (EIDL) Program

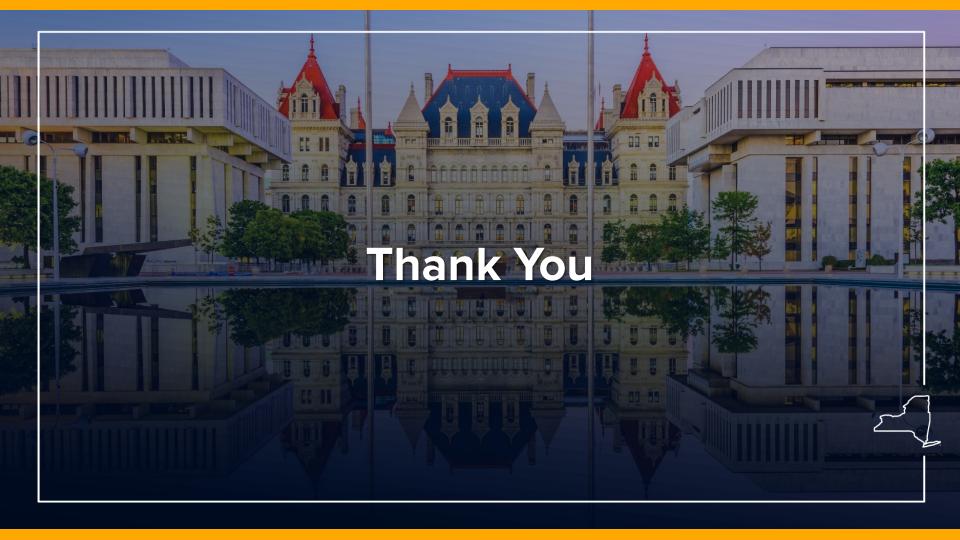
Provides small businesses and nonprofits with low-interest loans of up to \$2 million to help overcome other financial losses due to COVID-19.

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Organizations Available to Assist

New York's statewide community network of Entrepreneurship Assistance Centers and Small Business Development Centers are

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Regional Economic Development Councils A New Decade of Economic Recovery



Economic Development

"Over the past ten years, the Regional Councils have revitalized the state's economy through a bottom-up, community-based and performance-driven approach to economic development.

Through the comprehensive strategic planning process, every region across the state has succeeded in creating private sector jobs, driving private investment, bolstering workforce development, and revitalizing long-neglected cities, towns and neighborhoods.

This year, the expertise of the Councils will be an essential component of the post-COVID-19 recovery."

Regional Economic Development Council 2021 Guidebook



- The Strategic Plan Update will continue to be the basis for economic development investment in each region.
- Consider how the regional vision and goals have been affected by the COVID-19 pandemic.
- The annual report should include focused and actionable goals, along with a clear vision for the region.



Updated Strategic Plans will include five parts:

- 1. Updated strategies and actions that advance key regional priorities
- 2. Updated strategies and actions that advance key state priorities
- 3. Assessment of new regional challenges and recommendations for how they can be addressed by the Council
- 4. Examples of public outreach and engagement efforts
- 5. Overview of previously funded projects



Updated strategies and actions that advance key regional priorities

- Regional Councils should update their existing strategies that advance their regional priorities to reflect the impacts of COVID-19.
- Long-term regional economic development should continue to be the goal of the strategic plan.
- Focus on resilient and sustainable updates to strategies that engage the region to get back on track.



Updated strategies and actions that advance key state priorities

- Regional Councils should provide an overview and update on what the region is doing to support previous statewide priorities.
- Regions are not required to report on all prior-round statewide priorities.
- They are encouraged to include priorities on which they continue to focus to advance the regional vision and COVID-19 recovery.



Assessment of New Regional Challenges and Actions Needed for Recovery

- Councils should assess challenges as they impact the region's economic development strategy
- Councils may decide to adopt new strategies that will address new challenges facing the region.
- May also include the development of additional workgroups, stakeholder engagement strategies, and/or an expansion of the project pipeline.

Participation

- Workgroups
 - Describe the workgroups that will be engaged in Regional Council activities and the role they will play.
- Public Outreach and Engagement
 - Describe how the Regional Council will ensure that stakeholder and local government engagement will take place during this round



Overview of Previously Funded Projects

 Regional Councils are asked to continue reporting on projects funded through previous rounds of the Consolidated Funding Application process.

2021 Available Resources

In 2021, Governor Cuomo has once again made more than \$750 million available from over 30 programs across 10 state agencies.

This year, \$150 million in ESD Grant funds will be available on a rolling basis, meaning applicants will be notified of their awards as they are approved.

An additional \$525 million in other agency program funds will be awarded in Fall 2021.

Available Resources for Regional Councils in 2021



Regional Economic Development Councils

NYS CONSOLIDATED FUNDING APPLICATION

Total Grants, Tax Credits & Other Resources (in millions)

Agency

| Agency | |
|---|---------------|
| Empire State Development | Up to \$254.5 |
| Homes and Community Renewal | Up to \$26.2 |
| Office of Parks, Recreation and Historic Preservation | Up to \$21.4 |
| Department of State | Up to \$36.25 |
| New York State Canal Corporation | Up to \$1 |
| NYS Energy Research and Development Authority | Up to \$33 |
| New York Power Authority | Up to 22 MW |
| Department of Environmental Conservation | Up to \$79 |
| Environmental Facilities Corporation | Up to \$17.5 |
| Federal Industrial Development Bond Cap | Up to \$300 |
| | |

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CFA Timeline

Deadline Programs

MAY 10, 2021 CFA OPENS



JULY 30, 2021

CFA closes at 4PM sharp No late submissions!



LATE FALL 2021
Award announcements

Open Enrollment Programs

MAY 10, 2021 CFA OPENS



CFA remains open until funds are exhausted.

Projects are reviewed on quarterly basis or more frequently if needed.



STATEWIDE ECONOMIC DEVELOPMENT PRIORITIES

- PLACE MAKING is the notion that where investment occurs matters. In order to attract a talented workforce, our built environment must emphasize creating accessible job centers, sustainable infrastructure and livable communities.
- ✓ <u>WORKFORCE</u> is the belief that people drive the economy. Targeted job training and education ensures that jobs in high-paying, in-demand, tradeable sectors are filled in an equitable way.
- ✓ <u>TRADEABLE SECTORS</u> describes which industries New York State is targeting to increase export based employment opportunities. They are the industry sectors that are part of a global market like manufacturing, agricultural products, and energy.
- ✓ <u>INNOVATION</u> is the strategy of investing in creating synergies between research and commercialization to drive the economy forward.



Regional Economic Development Councils A New Decade of Economic Recovery



Western New York Regional Council Meeting

Retooling Grants – PPE Production

- 7 WNY Companies in Erie County
- Resulted in the creation of almost 200 new jobs
- Nearly \$15 million new investment in WNY manufacturers
- Surgical masks, N95 masks, testing supplies

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Excelsior Jobs Program

- Since April 2020, signed Incentive Proposals for 14 projects in WNY.
- These projects will represent over \$321 million in investment.
- Creation of 766 new jobs, retaining 3,552 jobs in the region.

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Buffalo Billion Highlights

- Continued progress implementing the East Side Corridor Economic Development Fund
- Announced two new rounds of funding through the WNY Workforce Development Challenge (September 2020 and April 2021)
- Opening of new Incubator as part of UB Innovation Hub
- ACV Auctions filed IPO and began trading
- Launched new Niagara Falls Strategic Economic Development Fund

State of the Region: WESTERN NEW YORK 2021 Planning





WNY is focusing recovery and resiliency efforts in three main ways:



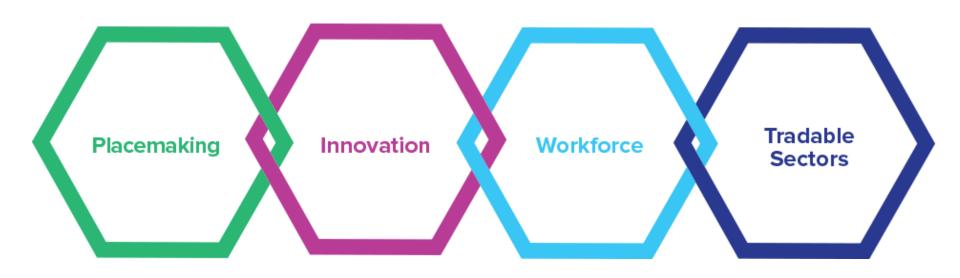
WNY is focusing on and immersing itself in technology to prosper in a post-COVID economy.



We are committed to investing in areas most affected by the pandemic.



Our businesses need our help to become more resilient.





Our four pillars are still relevant and we will stay the course while adjusting to the new economy.











REDC's are asked to propose new strategies to be adopted into the region's strategic plan





Ecosystem building initiatives that are contributing to economic recovery

East Side Corridor Economic
Development Fund &
Niagara Falls Strategic
Development Fund



Governor Cuomo NEW YORK Development commits \$65M to spur economic growth on the East Side through four commercial corridors.

Michigan, Jefferson, Fillmore and Bailey Avenues are the lifeblood of the surrounding neighborhoods.

Nine Target Areas and Investments to **Date**



MLK Park



Michigan Street African American Heritage Corridor



Northland Corridor/ Northland Workforce **Training Center**



Broadway Market



Central **Terminal**



East Side Corridor Economic Development Fund





Master planning underway for Central Terminal, Michigan Street African American Heritage Corridor



Construction is ongoing



Capacity building and programs with matching funds from foundations and banks (East Side Avenues

Niagara Falls Strategic Economic Development Fund

Investment area capitalizes on upgrades to downtown, North Main Street, and the waterfront.

Presence of existing small businesses, cultural and historic assets, and remnants of walkable, traditional business districts.

Opportunities to better connect neighborhoods to downtown, the water and the tourism economy



Niagara Falls: Overview of the Process



Data and analysis to identify target investment approach Feb – Mar 2021



Collect project ideas from stakeholders Now – May 14th



Listening sessions to assess priorities and cultivate project ideas May – mid-June



Develop Investment and implementation strategy for the Fund June - July

REDC– Next Steps

- 2021 Annual Report next steps
- CFA Timeline





State of the Region:

WESTERN NEW YORK
2019 Progress Report

